

Y.W.C.A. TEAMS READY FOR WORK

Meeting to Be Held This Afternoon Following Mrs. William Jennings Bryan's Class.

HOPE TO RAISE \$7,500
IN "SERVICE DIVIDENDS"

Amount Represents Difference Between Running Expenses and Income Receipts.

With deep interest already aroused in the plans for the finance campaign, the six teams of the Young Women's Christian Association which are to try to raise \$7,500 in six days are ready to start work tomorrow morning. The amount has been divided into several parcels, termed "service dividends," which officials of the association hope the citizens of Washington will "take up" in return for the social service which the association each year gives for Washington.

The money which the association hopes to raise represents the difference between the actual running expenses of the organization—\$50,000—and the money derived through regular channels, such as tuition and membership fees. During the year just past the association has found it necessary to extend several branches of work in order to meet growing needs.

This is one of the characteristics of the Y. W. C. A. work—"to meet the need of the occasion when that need arises."

Miss Florence M. Brown, general secretary of the association, who has charge of the campaign, after eight years' connection with the Washington association sums up its greatest attribute in this manner: "The Washington Young Women's Christian Association is unique in that it is an open organization for all women to find an opportunity to express themselves."

Meeting This Afternoon.

Impetus is expected to be given the campaign by a meeting to be held this afternoon at 4:45 o'clock at the headquarters, 14th and G streets northwest. Dr. Ada H. Thomas is to deliver an address on "The Spiritual Results of Finance Campaigning." This is to follow the meeting of the Bible class led by Mrs. William Jennings Bryan, wife of the Secretary of State, which is to begin at 3:30 o'clock.

The money which is hoped to raise during the campaign has been divided by Miss Florence M. Brown into the sums given below, so that those who contribute may specify, if they wish, to what branch of activities their donation is to go:

1. Note still due on land purchased back of Vacation Lodge, Cherrydale, Va., for use in summer	\$225
2. Extension of girls' work (department store employees, etc.)	600
3. Extension of work with high school girls	200
4. For reception of visiting Sunday nights (at these functions any woman, whether a member of the association or not, may receive food, rest, music and friendship)	300
5. For religious work and extension of same	1,000
6. For disarming and military classes (amount not covered by tuition fees)	300
7. For building equipment for those of work and rooms for women "strangers in the city"	425
8. For library	200
9. For grammarian	200
10. For Saturday night entertainments	200
11. Difference between tuition in educational department and cost of the upkeep of the same	1,200
12. For classes outside of regular educational classes of the association	500
Total	\$7,500

NIGHT SCHOOL CLOSES.

Commercial Law Class at Business High Get Certificates.

With the presentation of certificates to about forty candidates, the class in commercial law at the Business High School closed its session Friday night.

The commercial law class, which is one of the free courses provided in the night schools, was inaugurated last fall. The work has proved popular with those who took this course and is to be continued next year. In addition to the more elementary work which was taken up this winter, the night school authorities expect to provide a more advanced class next year for those interested in the work.

The course is under the direction of Emory Wilson, principal, and B. S. Harlan, chief clerk to the public utilities commission, instructor, and was inaugurated by B. W. Murch, director of night schools.

MEETS TOMORROW NIGHT.

Board of Governors of Retail Merchants Called Together.

The board of governors of the Retail Merchants' Association is to hold a meeting tomorrow night in the association's rooms. The credit men's round table of the Retail Merchants' Association has been called together for Tuesday evening.

R. P. Andrews, president of the Retail Merchants' Association, left last night for New York city to attend a meeting of the executive committee of the National Paper Trade Association.

Home and School Society to Meet.

Reports on the progress being made on the new Western High School building, the girls' athletic club, the library, the spring entertainment and the luncheon of Western are to be made at a meeting of the Home and School Association of that school at the Franklin building Wednesday evening.

Injured by a Street Car.

Struck and knocked down by a car of the Washington, Baltimore and Annapolis Railway Company on H street between 11th and 12th streets northeast last evening, George A. Bailey, twenty-eight years old, 721 11th street northeast, was injured on the head. He was taken to Casualty Hospital in the ambulance. His injuries are not regarded as serious.

To Organize Dewey's Men.

Capt. Joseph P. McCrink, first commander of Admiral George Dewey Camp, No. 7, United Spanish War Veterans, and at present serving as national adjutant-general to the command-in-chief, is about to organize a new naval command to be composed exclusively of veterans who served under Admiral George Dewey at Manila Bay. This organization will probably be known as Manila Bay Command, No. 16, Department of the District of Columbia, U. S. W. V.

JUELG

Our Store Will Remain Open Until 9 Every Evening This Week

JUELG

Manufacturers' Sale of 100 Player-Pianos

Announcement of An Enterprise Unparalleled in the History of American Business

AN UNUSUAL PROPOSITION WAS MADE US

OUR Mr. Juerg was invited last week to come to New York city to attend a conference of dealers with one of THE WORLD'S FAMOUS PIANO MANUFACTURERS. At this conference the principal question discussed was the inducements necessary to offer the retail PLAYER-PIANO purchasers to get them to buy, and buy quickly. THIS WORLD'S FAMOUS PIANO MANUFACTURER explained that, owing to the general business depression occasioned by the war in EUROPE, the people in the United States were not buying PIANOS AND PLAYER-PIANOS in the same quantity as heretofore; therefore something would have to be done or else he would have to lay off a great many of his employees, put the factory on half time or do something equally as undesirable. Necessarily he did not want to do this because it is no easy matter to build such an excellent organization of several thousand skilled workmen.

After considerable discussion the proper inducements and concessions were offered, and our territory was allotted one hundred of these Fine, High-grade Player-Pianos. NEEDLESS TO SAY, WE WERE QUICK TO TAKE ADVANTAGE OF THIS OPPORTUNITY; IN FACT, WE WANTED MORE THAN ONE HUNDRED OF THESE PLAYER-PIANOS, BUT THAT WAS IMPOSSIBLE.

This Unusual Proposition Saves You One-Third the Price on a New Player-Piano

\$333 PROCURES YOU \$500 Player- AT A NET \$167
CHOICE OF 100 \$500 Pianos SAVING OF \$167

There are many reasons why you should purchase one of these Player-Pianos: First—You can save \$167; the initial payment is only \$10; your monthly payments will be only \$10; you can get your money back after thirty days' trial; you are privileged to exchange the instrument at any time within one year for any instrument of equal or greater value in our establishment.

IS THIS NOT PROOF CONCLUSIVE OF THE HIGH CHARACTER OF THESE PLAYER-PIANOS?

This is a sale that will set all Washington talking. All plans are completed for selling \$50,000.00 worth of Player-Pianos to the people of Washington and vicinity for \$33,333.00.

We pride ourselves on being the Washington PIANO merchant selected by this WORLD'S FAMOUS PIANO MANUFACTURER to bring this opportunity to the people of Washington. There are only 100 Player-Pianos to be had in this sale at this price, and we know they will not be enough for all.

Therefore You Had Better Call Tomorrow and Make Sure of Getting the Style and Design of Your Choice.

We say it boldly and plainly: Here is a Player-Piano that's different; one that is sure to meet your every desire in appearance, in performance, in durability and in value. All of which we back up in our written guarantee, which says if you find the slightest misrepresentation you get every cent back. With a guarantee like that you know you are buying wisely and you know you are buying safely.

Then read our terms and see how easy it is for you to have one of these Player-Pianos in your home. It doesn't need a bank roll, it doesn't mean an outlay of a lot of money, just a small first payment and monthly payments as low as \$10.

Could you ask for more liberal terms? Could we make it easier for you to become the proud owner of a Player-Piano? If we can, come in and tell us how. For we want every home in Washington to know the pleasure of good music; that's why we make terms so liberal. Come in for demonstration—as thorough as you want to make it—make your selection, give us the first small payment and immediately the Player-Piano goes to your home. At the price of \$333 is included a Piano Bench to match, a Piano Scarf, 15 Music Rolls and free delivery within 50 miles of Washington. To be sure your home gets one at the saving of \$167 come in at once. If that is impossible send for catalogue, make your selection from the book, and we will see that you get the exact instrument you want. And we will take just as much pains as if you were here in person. Remember our guarantee. It's your safeguard if you or we make any mistake.

Make It Easy to Own A Player-Piano

Let Every Modest Home in Washington
Know the Happiness of Good Music

That is the spirit in which we prepared for this sale. We have made the price low enough and the terms easy enough for every music-loving family in this community to own a Player-Piano. Any family of good reputation and steady income, no matter how modest, will not only find it possible but easy to buy on our safe plan.

We have moved every obstacle out of your way. All we ask is a small first payment to bring this Player to your home, and afterward a small monthly payment—as little as \$10 is enough. You know that it would be mighty easy to meet this small payment if you once make up your mind that you will.

When you consider how easy we have made it for you, when you remember the saving of almost a third, when you remember the strength and safety of our guarantee, when you remember what a Player-Piano in the home will mean to your family, you cannot find one good reason for not buying at once.

Help Your Family to More Enjoyment in Life

Put a Player-Piano in your home and see the new spirit of happiness that music brings in. Life without music would be unbearable, because human happiness finds its easiest expression in music. Some one has truly said, "Where there is music there is nothing bad."

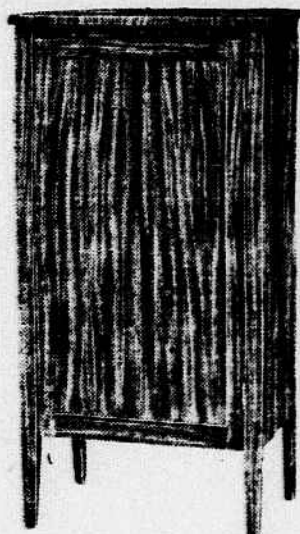
Rear your children with the ennobling influence of music. Begin while they are young. Teach them good music and you will be taking a big step toward having good children.

With a Player-Piano in your home you can begin at once. You don't have to possess a musical education, and you don't have to learn how to play the Player. It is so simple to control you can get the fullest enjoyment out of it at once. You can play the music of the great masters, past or present, and you can render their most difficult compositions just as they played them.

Now—are you fair to yourself and your family to let a chance like this go by? A chance to bring a source of great happiness into their life and at a saving of \$167. When the 100 Players in this sale are gone the regular price of \$500 will be in force again.

All Instruments sold during this sale will be delivered at once; arrangements may be made, however, to have an instrument set aside after being selected, to be delivered later.

FREE!!
Nine Music
Roll Cabinets



YOU can have a Handsome Music Roll Cabinet to match your Player-Piano if you are among the first nine purchasers tomorrow. We have only the nine Music Roll Cabinets in stock, therefore this limitation.

**Fifteen
Music Rolls
Free**

With your Player-Piano you get the choice of 15 music rolls from our library of over 25,000 pieces. Whatever kind of music you or your family may desire you will find in our list. The famous old masters, the well known operas, inspiring sacred music and war songs, a complete selection of all the popular hits of the day, and the new dance music, Tango, Hesitation, Boston, Maxixe, One Step, Two Step, etc., etc.

**Our Library Exchange
Privilege Is Free to
Every Purchaser
25,000 Music Rolls
to Select From**

JUELG

13th & G Streets N.W.

JUELG

OUR STORE WILL REMAIN OPEN UNTIL 9 O'CLOCK EVERY EVENING THIS WEEK